

SUNY ORANGE
INNOVATION GRAND STREET

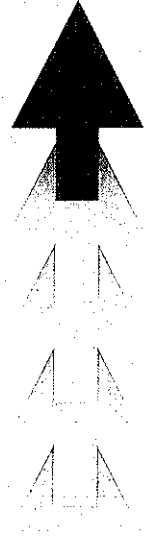
Entrepreneurial Action Agenda 2020

Alexander "Sandy" Mathes, Jr.
Mathes Public Affairs

THE RESULTS DRIVEN AGENDA

- Driven by Private/Public Partnerships
- Grand Street Buildings/Rehab
- Return Buildings to Tax Rolls
- Extension of SUNY Orange Campus
- Small Business Creation/Incubation
- Dynamic Maker/Shared Work Space
- Graduate Start-Ups to Newburgh Community
- Unique Training Facility/Academic & Real Life

CONNECTIONS

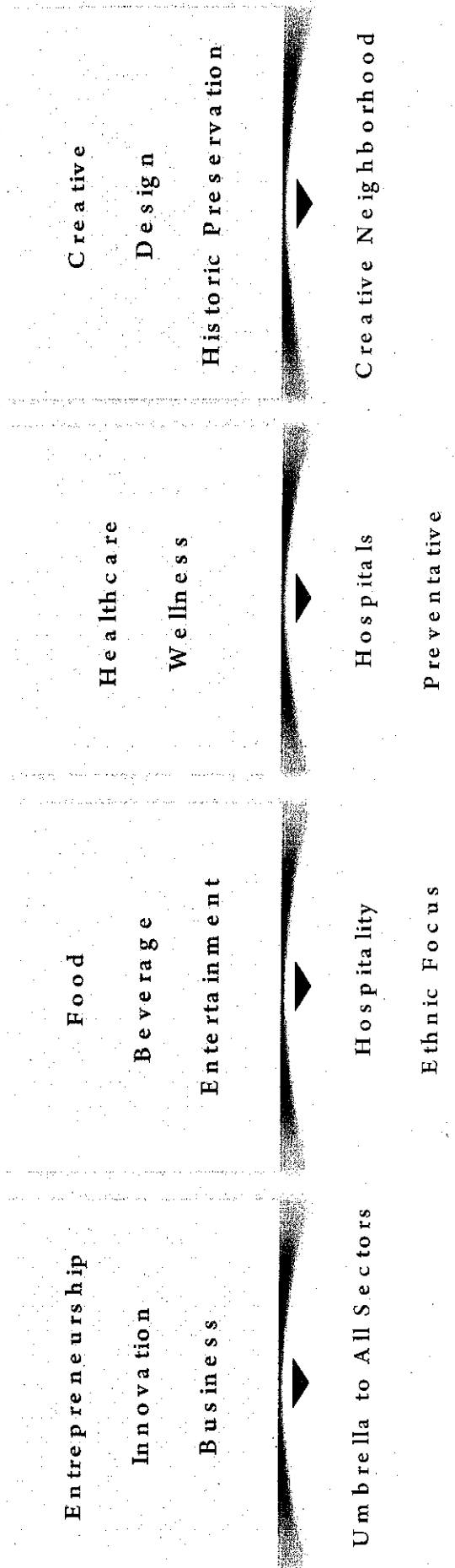




- NYS Minority & Women's Business Enterprise
- Veterans Business Enterprise
- Business Certifications
- How to Run a Business!
- Local/Regional Coordination & Collaboration
- Meet Workforce Demands
- Private Sector Emphasis
- Economic Driver - Newburgh - Greater Region

OVERRIDING STRATEGIES

- Develop Skills Pipeline - Feed Workforce
- Private Sector Connections
- Driven by SUNY Orange Curriculum and Partnerships
- Focus on Targeted Business Sectors



ULTIMATE GOALS

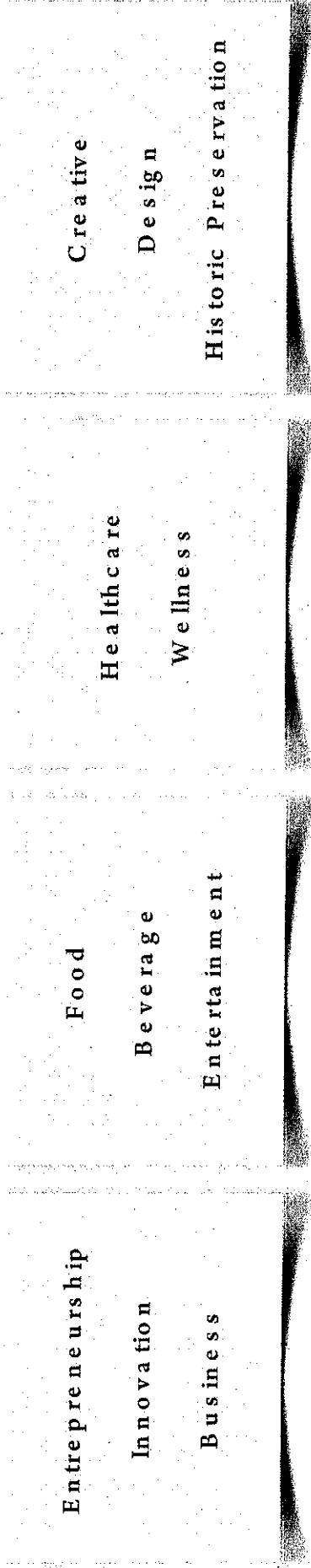
- Private Investment
- Jobs
- Community Renewal



MOTIVATED BY
SUNY ORANGE LEADERSHIP

ENTREPRENEURIAL ACTION AGENDA 2020

- Umbrella Support to All Business Sectors



The SUNY Orange Vision

Details by Business Sector



TARGETED BUSINESS SECTORS

→ → → → → **→** *Categorical Details for Each*

- Curriculum Connections
- Private Partnerships
- Public Partnerships
- Strategic “Big Picture”
- Funding Sources
- Building Location

TRANSFORMATIONAL INNOVATION!

THE PROCESS OF DETAIL

1. Curriculum Connections

- Need-based meetings/discussions
- Potential expansion of existing educational programs
- Explore new educational programs
- Research skills focused certifications of varied content & length
- Explore educational/training partnerships:
 - 4-Year Schools
 - Loan Forgiveness/Grants
 - Private Business
 - Employment Guarantees / Internships
 - Governmental Resources

3. Public Partnerships

- Federal
- New York State
- County
- City
- Regional Economic Development Organizations
- Public Not-for-Profits

4. Strategic “Big Picture”

- Connect to Powerful Themes
- Valued Partnerships and Structure
- Private Sector Driven -
Unique Public/Private Approach
- Restore Real Estate to Tax Roles
- Identify Jobs and Skill Gaps
- Develop Talent to Meet Workforce Challenges
- SUNY Orange - “Center of Universe”

5. Funding Sources

- Federal
- New York State
- County
- Economic Development Organizations
- Public Utilities
- Private Business
- Foundations
- Not for Profits

6. Building Locations

- Site Control
- Connect Business Sector to Specific Building Strengths
- Plan Phased Approach/Timeframe
- Building Fact Sheets
- Detailed Plan for Renovations & Fit-Up
- Ownership Structure/Funding Targets

NEXT STEPS

- Advance Private Sector Discussions
- Site Control/Building Purchase Options
- Complete Building Fact Sheets, Renovation Budgets and Phased-In Strategies
- Complete Detailed “Big Picture” Vision, Engage in Valued Partnerships, and Finalize Time Frame
- Chase Funding: Consolidated Funding Application (CFA) and Other Private/Public Sector Opportunities.
- Vision Funding Partnerships Program Detail
- Implementation
- Fall 2019 Semester

SUNY ORANGE

QUESTIONS & ANSWERS

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